

# Lead

**Lookup Value?**: Lead

**From Lookup Field?**: [ContactType Lookups](#)

## Definition (May contain conditions that must apply)

The lead is a contact that may be a potential buyer or seller to the member.

**Synonym(s)?**:

**BEDES?**:

**References?**: [Contacts](#)

**Element Status?**: Active

**Lookup Field ID?**: 348000

**LookupID?**: 348001

**Lookup Status Change Date?**: Jun 21 2016

**Revised Date?**: Oct 15 2015

**Added in Version?**: 1.5.0

**Spanish (Lookup Field)?**: TipoDeContacto

**Spanish (Lookup Value)?**: Cliente Potencial

Page Revision Date: May 28 2016 12:00 PM

*Form: LookupValue*